



Strategic Partnership Agreement

ASHRAE and CIBSE

Founded in 1894, ASHRAE, Atlanta, Georgia advances the arts and sciences of heating ventilating, air-conditioning and refrigeration to serve humanity and promote a sustainable world.

Founded in 1897, CIBSE is the professional body that supports the Science, Art and Practice of building services engineering, for the public benefit, by providing members and the public with first class information and education services and promoting the spirit of fellowship which guides our work.

Being the only two organizations in our field that have global reach, there is significant potential benefit from working together. In our home markets ASHRAE and CIBSE can improve the quality of our services and output while reducing costs and overlap. In other countries the organizations can improve programs for indigenous markets by providing coordinated offerings. Concerning the on-going transitions to fully digital publishing, design and project implementation, joint initiatives will improve our preparation for and implementation of these changes.

This Strategic Partnership Agreement provides a framework for those benefits to be realized: it creates a roadmap to advance and promote the mutual interests of ASHRAE and CIBSE, with a practical commitment to working together on the following activities and goals that serve our membership and the public and to promote a more sustainable world.

CONSISTENT LEADERSHIP COMMUNICATION

Recognizing the importance of communication in organizational collaboration, both organizations commit to hold a liaison strategy meeting at least annually (preferably in person, or via electronic meetings) of designated ASHRAE/CIBSE senior representatives to:

- Ensure ongoing advancement of collaborative projects.
- Discuss new opportunities for collaboration.
- Monitor progress on collaborative projects underway
- Keep each respective organization informed of major initiatives.
- Develop strategies for positioning both organizations as leaders in addressing buildings industry challenges.

ASHRAE/CIBSE shall take responsibility for initiating the first annual liaison meeting. Action items with assigned responsibilities shall be recorded at each meeting.

ASHRAE/CIBSE shall hold an annual staff exchange, where several paid staff members from one organization will spend time visiting the other organization's headquarters or other key location. The purpose of this exchange is to increase communication between the two organizations, share best practices, and identify possible areas of collaboration in order to develop a strategic vision of how the two organizations can work more closely together. The staff exchange will be hosted by ASHRAE in even-numbered years and CIBSE in odd-numbered years. ASHRAE/CIBSE shall also explore the opportunity of a long-term staff exchange involving the exchange of a staff member for a period of 3 to 6 months. The two organizations will endeavor to assign one staff member from each organization a set apportionment to the other organization such that a percentage of his/her time (e.g., 10%) is assigned to the participating in activities of the other organization. The chief staff member and the member senior officers of each respective organization will identify annually the staff members assigned to participate in these exchanges.

ASHRAE/CIBSE shall also hold a yearly meeting of senior leadership to ensure both organizations are working towards a strategic alignment to benefit both organizations. CIBSE shall host the senior leadership meeting in even-numbered years and ASHRAE shall host the meeting in odd-numbered years. It is anticipated the duration of this annual meeting will be 1-1/2 days.

In order to facilitate better communication, generate better familiarity and inspire a search for mutual opportunities, both CIBSE and ASHRAE will extend complimentary membership in their organization to the Executive Board of the other organization.

The parties responsible for ensuring this agreement is actively pursued through the term of the agreement are:

For ASHRAE:

Jeff Littleton
Executive Vice President
ASHRAE
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For CIBSE:

Stephen Matthews
Chief Executive/Secretary
CIBSE
222 Balham High Road
London SW12 9BS
Tel: +44 (0)20 8675 5211
smatthews@cibse.org

CONFERENCES AND MEETINGS

Each organization agrees to provide the other with a meeting invitation and two complimentary VIP registrations to the primary annual meeting. Further, ASHRAE and CIBSE agree to explore opportunities to provide speakers at the other organization's meetings to help provide updates and perspectives on technologies and trends of mutual interest. The purpose in attending and speaking at each other's annual conferences is to increase communication between the two organizations, create an environment of cross-pollination and provide an avenue to identify future collaboration opportunities. Of particular interest are collaboration opportunities in emerging topics such as resiliency, legionella and cyber security.

Recognizing that specialty conferences are an excellent method of serving members in specific geographic areas, industry sectors or climate zones each organization will alert the other organization of specialty conferences under consideration or development. Where mutually beneficial, each organization shall help publicize the other organization's meetings and promote attendance, focusing on targeted audiences with potential interest in the particular conferences.

Both organizations will jointly explore the development of an annual meeting in the UK that may include an educational focus and an organization focus.

Grassroots COLLABORATION

ASHRAE and CIBSE agree to coordinate promotion of joint grassroots meetings of respective members. It is the intent of this agreement to produce a long-term relationship that is mutually beneficial to the membership. In order to achieve this intent, the following activities are to be explored:

- Exchange of leader contact information to ensure that the Women in ASHRAE (WIA) and Women in Building Service Engineering (WIBSE) groups work together to produce cross-pollinate ideas and identify opportunities to work collaboratively.
- Exchange of leader contact information to ensure that the Young Engineers in ASHRAE (YEA) and the Young Engineers Network (YEN) of CIBSE work together to cross pollinate ideas and identify opportunities to work collaboratively.
- CIBSE and ASHRAE will explore ways in which ASHRAE can support the CIBSE/ASHRAE group in the future, including administrative and technical support, as well volunteer support.
- Other activities identified during the previously-described leadership meetings and staff exchanges.

ADVOCACY

Where mutually beneficial and to the extent allowed by laws and corporate policies, ASHRAE and CIBSE agree to work together on common public affairs goals and ideologies. During annual liaison meetings, public affairs strategies will be discussed and common goals identified. Collaborative opportunities to be considered include:

- Joint promotion of codes and standards
- Promoting mutually beneficial positions during the development and passage of legislation.
- Education of regulators on issues important to the members of each organization.

PUBLICATIONS

Recognizing that electronic and print publications are a primary means of disseminating new technologies, trends and practices, ASHRAE and CIBSE agree to:

- Provide at least one complimentary subscription of the primary membership periodical to be received at the headquarters location of the other organization.
- Explore opportunities to jointly produce publications of mutual benefit. Of particular interest are publications on emerging topics such as resiliency, legionella and cyber security.
- Cross-market each organization's publications where appropriate and with industry standard distributor discounts.
- Use periodicals, websites and social media to promote the other organization's events, publications and other activities.
- Explore mutually beneficial ways to translate ASHRAE and CIBSE publications for distribution around the globe.

EDUCATION

As leading providers of conventional and online educational services and in recognition of the vital role professional development has for our respective members, ASHRAE and CIBSE agree to:

- Cross-market educational offerings at the national and international levels.
- Explore opportunities to co-develop new courses or other training programs that take advantage of overlapping and complimentary expertise between ASHRAE and CIBSE.
- Investigate and implement ways that certifications programs can be jointly developed or administered.
- Explore the development of online courses that can be used to disseminate information worldwide.
- Form a joint task force to build a business plan for a CIBSE/ASHRAE educational programme for Europe with the possibility of creating business plans for other geographic areas as well.

TECHNICAL ACTIVITIES COORDINATION

ASHRAE and CIBSE agree to foster technical cooperation in areas of common interest by:

- Encouraging members in each organization to participate on technical committees and task forces.
- Providing opportunities to participate in and comment on proposed standards, guidelines, policies, and position statements developed on technical subjects as they relate to buildings and community developments.
- Establishing liaison representatives to key technical committees where mutually beneficial to do so.
- Establish a shared task force to investigate the development of joint ASHRAE and CIBSE standards

RESEARCH

Recognizing the importance research plays in accelerating the transformation to a more sustainable built environment, ASHRAE and CIBSE agree to:

- Promote research in areas where research results will advance the arts and sciences of building engineering.
- Disseminate research results quickly, focusing on high-impact findings.
- Identify opportunities for research funding from other sources and mutual support to draw from these resources.

ADMINISTRATIVE CONTACTS

The administrative contacts for actions tied to this SPA shall be:

For ASHRAE:

Jeff Littleton
Executive Vice President
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Atlanta, GA 30320
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For CIBSE:

Stephen Matthews
Chief Executive/Secretary
CIBSE
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Tel: +44 (0)20 8675 5211
Email: smatthews@cibse.org

TERMINATION

Either party may terminate this agreement, with or without stated cause, upon providing the other party with thirty (30) days written notice of intent to terminate.

TERM

The term of this agreement shall begin when signed by both parties and shall terminate at the end of three (3) years unless extended at that time by written agreement.

LEGAL STANDING

This agreement reflects a commitment by ASHRAE and CIBSE to continue and enhance their working relationship and individual efforts toward achieving mutual objectives described above. It does not create a binding obligation or legal agreement between the two organizations, and neither organization has an obligation to negotiate toward or enter into a binding written agreement. In addition, this agreement does not create a partnership, joint venture, fiduciary relationship or similar relationship between ASHRAE and CIBSE. Furthermore, it is understood that this agreement is conceived as a dynamic document, meant to change as circumstances and priorities warrant. It may be modified or amended by written agreement between both organizations.

FOR ASHRAE

Jeff Littleton, Executive Vice President


Signature

Oct 12, 2016
Date


FOR CIBSE

Stephen Matthews, Chief Executive/Secretary


Signature

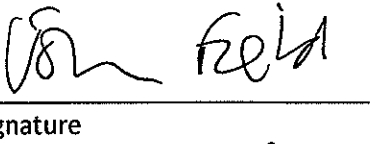
12 Oct 16.
Date

Timothy G. Wentz, PE
ASHRAE President, 2016-2017


Signature

Oct. 12, 2016
Date

John Field, MA, CEng, FCIBSE, MEI, CMVP
CIBSE President, 2016-2017


Signature

12 October 2016
Date